

Preston Harcup

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EDUCATION

Florida State University (Tallahassee, FL)

Master's in Business Administration

April 2015

- Focus in Finance
- GPA: 3.75
- Graduate Assistant in the Management Department

University of Florida (Gainesville, FL)

May 2013

Bachelor of Science in Business Administration

- Major in Management, Minor in Entrepreneurship
- GPA: 3.48; Dean's List multiple semesters

EXPERIENCE

Domari & Associates (North Venice, FL)

Executive Recruiter

January 2014 – March 2014

- Managed account portfolio of client companies, identifying potential candidates and serving as the primary intermediary during the recruiting process.
- Coordinated salary negotiation process between candidates and client companies.
- Served as primary intermediary between client companies and prospective candidates.
- Cultivated new relationships with prospective client companies, consistently achieving performance standards set by the firm's leadership team.

Hibbett Sports (Gainesville, FL)

Interim Manager

April 2011 – January 2013

- Sold athletic apparel, shoes, and equipment to end-users – identified customer needs and aligned with products that would maximize short- and long-term satisfaction.
- Achieved a performance ranking within the top three of all metrics store-wide.
- Implemented cross-selling techniques that boosted personal sales and were adopted by others as a best practice, increasing sales for the entire store.
- Gained familiarity with SAP and resource planning software.
- Selected by management to serve as Acting Manager during scheduled breaks as well as scheduling conflicts and emergencies.
- Directed sales / support staff during shipment processing and closing procedures.

Volunteer / Internships

FSU MBA Association President

May 2014 – Present

- Organizes events for students to attend including guest speakers, and networking events.
- Assures funding and certification with the student organizations board.
- Works with the College of Business and other Business Student Clubs to coordinate events for the college.
- Procures items for members including business cards, shirts, and polos.
- Planning charity events for the association to participate in.
- Reaches out to other MBA Programs for networking opportunities

Hospital Management Intern

May 2012 – August 2012

- Analyzed treatment success rates and cross-referenced statistics to determine correlations with success.
- Contributed to the development of hurricane and emergency procedures for the hospital.
- Created a sortable database to analyze treatments administered to patients.
- Scheduled assignments and functions within the respiratory therapy unit.

Area Government Coordinator

August 2009 – May 2010

- Planned multiple (2-3) monthly events that were attended by students throughout the year.
- Created a system for residents to critique events in order to identify best practices and opportunities for future events.
- Scheduled meetings to inform volunteers and workers of upcoming events.
- Assigned specific tasks in accordance with key deadlines.
- Addressed conflicts between housing and area governmental representatives.